

1234567 SAMPLE BANK HOLDING COMPANY
 RICHMOND VA FR DIS: 5
 ASSETS: 14,928,373 PEER: 01

RELATIVE INCOME STATEMENT AND MARGIN ANALYSIS

PAGE 3

PERCENT OF AVERAGE ASSETS	mmm yyyy			mmm yyyy			yyyy			yyyy			yyyy		
	BHC	PEER 01	PCT	BHC	PEER 01	PCT	BHC	PEER 01	PCT	BHC	PEER 01	PCT	BHC	PEER 01	PCT
INTEREST INCOME (TE)	6.96	6.72	55	7.47	7.15	65	7.31	7.31	43	7.37	7.52	7.24	7.38		
LESS: INTEREST EXPENSE	3.03	3.24	21	3.56	3.58	50	3.43	3.65	32	3.60	3.67	3.68	3.56		
EQUALS: NET INTEREST INCOME (TE)	3.92	3.47	77	3.91	3.57	63	3.88	3.65	53	3.77	3.85	3.56	3.82		
PLUS: NON-INTEREST INCOME	1.77	2.38	47	1.61	2.30	33	1.62	2.34	36	1.37	2.23	1.27	2.08		
EQUALS: ADJ OPERATING INCOME (TE)	5.69	5.85	50	5.52	5.88	36	5.49	6.19	37	5.14	6.07	4.83	5.89		
LESS: OVERHEAD EXPENSE	3.87	3.52	73	3.61	3.54	56	3.86	3.90	59	3.40	3.68	3.10	3.62		
LESS: PROVISION FOR CREDIT LOSSES	0.34	0.26	73	0.50	0.30	85	0.56	0.32	88	0.21	0.36	0.17	0.33		
LESS: PROV FOR ALLOC TRANSFER RISK	0.00	0.00	49	0.00	0.00	50	0.00	0.00	48	0.00	0.00	0.00	0.00		
PLUS: REALIZED G/L ON HTM SEC	0.00	0.00	47	0.00	0.00	43	0.00	0.00	42	0.00	0.00	0.00	0.00		
PLUS: REALIZED G/L ON AFS SEC	0.05	0.06	62	0.10	0.07	71	0.03	0.06	45	0.02	0.05	0.01	0.04		
PLUS: OTHER TAX EQUIV ADJUSTMENTS	0.00	0.00	51	0.00	0.00	49	0.00	0.00	49	0.00	0.00	0.00	0.00		
EQUALS: PRETAX NET OPER INC (TE)	1.54	2.13	13	1.51	2.17	14	1.10	2.04	11	1.55	2.08	1.58	2.05		
LESS: APPLICABLE INCOME TAXES (TE)	0.59	0.77	14	0.57	0.78	18	0.38	0.74	9	0.56	0.79	0.58	0.77		
LESS: MINORITY INTEREST	0.01	0.02	70	0.01	0.02	75	0.00	0.02	69	0.01	0.02	0.01	0.00		
EQUALS: NET OPERATING INCOME	0.94	1.33	16	0.93	1.36	14	0.72	1.28	12	0.98	1.32	0.99	1.24		
PLUS: NET EXTRAORDINARY ITEMS	0.00	0.00	50	0.00	0.00	50	0.00	0.00	50	0.00	0.00	0.00	0.00		
EQUALS: NET INCOME	0.94	1.32	16	0.93	1.34	16	0.72	1.28	12	0.98	1.32	0.99	1.24		
MEMO: NET INCOME (LAST FOUR QTRS)	0.72	1.28	12	0.96	1.33	14	0.72	1.31	11	0.98	1.32	0.99	1.24		
MARGIN ANALYSIS:															
AVG EARNING ASSETS / AVG ASSETS	91.92	89.12	72	92.05	88.57	80	91.83	88.88	77	92.72	89.02	93.41	89.64		
AVG INT-BEARING FUNDS / AVG ASSETS	74.37	74.14	39	76.81	73.07	67	74.33	73.27	53	77.83	73.35	78.95	73.43		
INT INCOME (TE)/AVG EARNING ASSETS	7.57	7.52	45	8.11	8.08	50	7.97	8.23	38	7.95	8.44	7.75	8.23		
INT EXPENSE / AVG EARNING ASSETS	3.30	3.65	16	3.86	4.06	42	3.74	4.14	32	3.89	4.13	3.94	3.98		
NET INT INC (TE)/AVG EARN ASTS	4.27	3.88	72	4.25	4.02	62	4.23	4.09	48	4.06	4.31	3.81	4.25		
YIELD OR COST:															
TOTAL LOANS AND LEASES (TE)	8.20	8.06	63	8.61	8.53	61	8.48	8.83	40	8.53	9.02	8.45	8.89		
INVESTMENT SECURITIES (TE)	6.11	6.31	31	6.69	6.59	47	6.55	6.77	42	6.46	6.78	6.46	6.67		
INT-BEARING BANK BALANCES	6.21	6.35	63	9.02	7.43	74	10.34	9.15	70	8.16	8.18	6.65	7.48		
FED FUNDS SOLD & REVERSE REPOS	4.88	4.76	70	6.26	5.71	90	5.56	6.33	48	4.48	5.87	5.41	5.50		
TRADING ASSETS	7.56	3.73	92	16.32	4.23	98	3.04	4.04	30	2.74	4.27	0.00	4.51		
TOTAL EARNING ASSETS	7.57	7.47	50	8.11	8.01	57	7.96	8.17	38	7.94	8.36	7.74	8.16		
INVESTMENT SECURITIES (TE):															
U.S. TREASURY AND AGENCY SEC	6.02	6.05	40	6.42	6.44	52	6.35	6.70	37	6.39	6.65	6.34	6.57		
MUNICIPAL SECURITIES (BOOK)	6.69	5.40	86	6.42	5.65	78	6.53	5.74	75	7.33	5.97	6.58	6.15		
MUNICIPAL SECURITIES (TE)	8.68	9.11	57	8.52	9.79	40	8.46	9.47	38	10.56	10.21	9.73	9.93		
OTHER INVESTMENT SECURITIES	7.94	6.25	90	8.04	6.13	91	9.25	6.63	90	5.93	6.94	5.68	6.22		
INTEREST-BEARING DEPOSITS	3.60	3.90	21	4.28	4.34	52	4.26	4.46	37	4.28	4.43	4.28	4.35		
TIME DEPOSITS OF \$100K OR MORE	4.73	4.96	28	5.11	5.35	22	5.35	5.51	37	5.26	5.53	5.84	5.38		
TIME DEPOSITS < \$100K	4.55	3.93	11	4.94	3.35	11	4.59	3.57	11	5.16	8.16	NA	NA		
OTHER DOMESTIC DEPOSITS	1.37	1.66	30	1.60	1.55	40	1.57	1.83	29	1.65	2.28	3.55	4.10		
FOREIGN DEPOSITS	4.47	5.12	42	5.92	5.26	88	5.58	5.64	70	5.31	5.47	5.37	5.42		
FED FUNDS PURCHASED AND REPOS	4.68	4.79	58	5.20	5.32	36	4.98	5.53	19	5.53	5.48	5.47	5.13		
OTHER BORROWED FUNDS	4.97	5.55	31	5.94	6.18	54	6.54	6.22	74	5.23	6.44	4.72	6.16		
MORTGAGES AND CAPITALIZED LEASES	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	7.02	18.19		
ALL INTEREST-BEARING FUNDS	4.08	4.39	22	4.63	4.91	31	4.62	5.04	33	4.63	5.01	4.67	4.87		

Relative Income Statement and Margin Analysis

BHCPR page 3 presents the key components of earnings relative to average assets, margin analysis ratios, the yields or returns on specific assets, and the cost of funds. The average balance of each category of investment securities in the Yield or Cost section is based on amortized cost, rather than fair value. For a description of the methods for calculating average balances, see page 2-3.

Definitions of specific average balances used in calculating ratios on this report page are given below.

Definitions of Average Balances

Average Assets

The cumulative sum of the quarterly average consolidated assets year-to-date divided by the number of calendar quarters to date (four-point average). As of March 31, 1994, the average of consolidated assets reflects the amortized cost of held-to-maturity and available-for-sale investment securities.

Average Earning Assets

The cumulative sum of the quarterly average earning assets year-to-date divided by the number of calendar quarters to date (four-point average). Earning assets (including those that are in nonaccrual status) consist of interest-bearing balances due from depository institutions, investment securities, federal funds sold and securities purchased under agreements to resell, loans and leases (net of unearned income), and trading assets. Effective as of March 31, 1994, investment securities reflect the amortized cost of held-to-maturity and available-for-sale securities.

Average Interest-Bearing Funds

The cumulative sum of the end-of-quarter balances (from the previous year-end to the latest quarter) of

interest-bearing deposits, federal funds purchased and securities sold under agreements to repurchase, commercial paper, other borrowed money, mandatory convertible securities, and subordinated notes and debentures divided by the number of reporting quarters (five-point average).

Average Loans and Leases

The cumulative sum of the quarterly average loans and leases (net of unearned income) for all year-to-date quarters divided by the number of calendar quarters to date (four-point average).

Average Investment Securities

The cumulative sum of the quarterly average consolidated investment securities for all year-to-date quarters divided by the number of calendar quarters to date (four-point average). As of March 31, 1994, the average of held-to-maturity and available-for-sale investment securities is valued at amortized cost.

Average Interest-Bearing Deposits

The cumulative sum of the quarterly averages for domestic and foreign interest-bearing deposits for all year-to-date quarters divided by the number of calendar quarters to date (four-point average).

Average Other Borrowed Funds

The cumulative sum of the quarterly averages of all other borrowed funds reported in Schedule HC-E of the FR Y-9C report form for all year-to-date quarters divided by the number of calendar quarters to date (four-point average).

Other Average Balances

Other average balances, which are not defined above, are calculated

based on the five-point average method. This approach consists of dividing the cumulative sum of end-of-quarter balances (of the balance sheet item) from the previous year-end to the latest quarter by the number of reporting quarters.

Percent of Average Assets

Interest Income (TE)
(Percent of Average Assets)

Total interest income on a taxable equivalent basis divided by average assets.

Interest Expense
(Percent of Average Assets)

Total interest expense divided by average assets.

Net Interest Income (TE)
(Percent of Average Assets)

Net interest income on a taxable equivalent basis divided by average assets.

Non-Interest Income
(Percent of Average Assets)

Non-interest income divided by average assets.

Adjusted Operating Income (TE)
(Percent of Average Assets)

The sum of net interest income on a taxable equivalent basis and non-interest income divided by average assets.

Overhead Expense
(Percent of Average Assets)

The sum of salaries and employee benefits, expense on premises and fixed assets, and other non-interest expense divided by average assets.

Provision for Credit Losses
(Percent of Average Assets)

Provision for credit losses divided by average assets.

*Provision for Allocated Transfer Risk
(Percent of Average Assets)*

Provision for allocated transfer risk divided by average assets.

*Realized Gains (Losses) on
Held-to-Maturity Securities
(Percent of Average Assets)*

The difference between the sale price and the amortized cost that is realized from the sale, exchange, redemption, or retirement of securities that are classified as held-to-maturity divided by average assets. Prior to the March 1994 quarter, this ratio displays an "NA."

*Realized Gains (Losses) on
Available-for-Sale Securities
(Percent of Average Assets)*

The difference between the sale price and the amortized cost that is realized from the sale, exchange, redemption, or retirement of securities that are classified as available-for-sale divided by average assets. Prior to the March 1994 quarter, this ratio displays an "NA."

*Other Tax Equivalent Adjustments
(Percent of Average Assets)*

Other tax adjustments, excluding the tax benefit on tax-exempt income, divided by average assets. (See the discussion of tax equivalency on page 2-3.)

*Pretax Net Operating Income (TE)
(Percent of Average Assets)*

Income or loss before income taxes, extraordinary items, and other adjustments on a taxable equivalent basis divided by average assets.

*Applicable Income Taxes (TE)
(Percent of Average Assets)*

The sum of applicable income taxes, the tax benefit on tax-exempt income, and other tax equivalent adjustments divided by average assets.

*Minority Interest
(Percent of Average Assets)*

Minority interest in consolidated subsidiaries divided by average assets.

*Net Operating Income
(Percent of Average Assets)*

Income or loss before extraordinary items and other adjustments divided by average assets.

*Net Extraordinary Items
(Percent of Average Assets)*

Extraordinary items net of applicable income taxes and minority interest divided by average assets.

*Net Income
(Percent of Average Assets)*

Net income divided by average assets.

*Net Income (Last Four Quarters)
(Percent of Average Assets, Last Four
Quarters)*

The cumulative net income reported for the latest four quarters divided by the mean of quarterly average assets reported in Schedule HC-E for the most recent four quarters.

Margin Analysis

*Average Earning Assets/Average
Assets*

Average earning assets divided by average assets.

*Average Interest-Bearing Funds/
Average Assets*

Average interest-bearing funds divided by average assets.

*Interest Income (TE)/
Average Earning Assets*

Total interest income on a taxable equivalent basis divided by average earning assets.

*Interest Expense/
Average Earning Assets*

Total interest expense divided by average earning assets.

*Net Interest Income (TE)/
Average Earning Assets*

Net interest income on a taxable

equivalent basis divided by average earning assets.

Yield or Cost

*(Yield on)
Total Loans and Leases (TE)*

Interest and fee income on loans and lease financing receivables on a taxable equivalent basis divided by average loans and leases.

*(Yield on)
Investment Securities (TE)*

Interest and dividend income on U.S. Treasury securities, U.S. Government agency and corporation obligations, securities issued by states and political subdivisions in the U.S. (on a taxable equivalent basis) and on debt and equity securities divided by average investment securities. (Note: The average of investment securities that are designated as held-to-maturity or available-for-sale or that are not held in trading accounts prior to the March 1994 quarter, are valued at amortized cost.)

*(Yield on)
Interest-Bearing Bank Balances*

Interest income on balances due from depository institutions divided by the five-point average of interest-bearing bank balances.

*(Yield on)
Federal Funds Sold and Reverse Repos*

Interest income on federal funds sold and securities purchased under agreements to resell divided by the four-point average balance of federal funds sold and securities purchased under agreements to resell.

*(Yield on)
Trading Assets*

Interest income from assets held in trading accounts divided by the five-

point average of trading assets. The interest income from trading assets excludes gains or losses on assets held in trading accounts.

(Yield on)
Total Earning Assets

Total interest income divided by average earning assets.

Investment Securities (TE)

(Yield on)
U.S. Treasury and Agency Securities

Income on U.S. Treasury securities and obligations of the U.S. government agencies and corporations divided by the five-point average of the amortized cost of U.S. Treasury securities and U.S. government obligations.

(Yield on)
Municipal Securities (Book)

Interest income on obligations of states and political subdivisions divided by the five-point average balance of these municipal obligations, valued at amortized cost.

(Yield on)
Municipal Securities (TE)

Interest income on obligations of states and political subdivisions on a taxable equivalent basis divided by the five-point average balance of these municipal obligations, valued at amortized cost.

(Yield on)
Other Investment Securities

Interest and dividend income on debt and equity securities divided

by the five-point average balance of debt and equity securities, valued at amortized or historical cost.

(Cost of)
Interest-Bearing Deposits

Interest paid on all deposits divided by the average balance of domestic and foreign interest-bearing deposits.

(Cost of)
Time Deposits of \$100 Thousand or More

Interest paid on time deposits of \$100,000 or more in domestic offices divided by the five-point average balance of time deposits of \$100,000 or more in domestic offices.

(Cost of)
Time Deposits below \$100 Thousand

Interest paid on time deposits less than \$100,000 in domestic offices divided by the five-point average balance of time deposits below \$100,000 in domestic offices.

(Cost of)
Other Domestic Deposits

Interest paid on other domestic deposits divided by the five-point average balance of the sum of time deposits of less than \$100,000, negotiable orders of withdrawal (i.e., NOW accounts), ATS accounts (that is, accounts subject to automatic transfer from savings accounts), other transaction accounts, money market deposit accounts, and other savings accounts in domestic offices.

(Cost of)
Foreign Deposits

Interest paid on deposits in foreign offices, Edge or Agreement subsidiaries, and International Banking Facilities divided by the four-point average balance of foreign interest-bearing deposits.

(Cost of)
Federal Funds Purchased and Repos

The expense on federal funds purchased and securities sold under agreements to repurchase divided by the four-point average balances of federal funds purchased and securities sold under agreements to repurchase.

(Cost of)
Other Borrowed Funds

Interest expense on borrowed funds, excluding subordinated notes and debentures, divided by the average balance of other borrowed funds.

(Cost of)
Mortgages and Capitalized Leases

Other interest expense divided by the five-point average balance of mortgage indebtedness and obligations under capitalized leases. This line item only prints historical data prior to March 1997.

(Cost of)
All Interest-Bearing Funds

Total interest expense divided by average interest-bearing funds.

1234567 SAMPLE BANK HOLDING COMPANY
 RICHMOND VA FR DIS: 5
 ASSETS: 14,928,373 PEER: 01

NON-INTEREST INCOME AND EXPENSES

PAGE 4

NON-INTEREST INCOME & EXP(\$000)	mmm yyyy			mmm yyyy			yyyy			yyyy			yyyy		
TOTAL NON-INTEREST INCOME	66,312			58,638			241,579			195,889			171,496		
FIDUCIARY ACTIVITIES INCOME	15,581			13,960			55,906			52,237			49,761		
SERVICE CHARGES, COMMISSIONS, AND FEES	40,875			33,489			146,451			93,797			77,688		
TRADING REVENUE	-1,785			-237			4,239			-6,681			143		
OTHER NON-INTEREST INCOME	11,641			11,426			34,983			56,536			35,679		
TOTAL OVERHEAD EXPENSES	144,906			131,489			577,661			484,715			416,951		
PERSONNEL EXPENSE	66,440			61,356			252,320			226,694			208,024		
NET OCCUPANCY EXPENSE	22,634			18,711			85,969			77,960			73,433		
OTHER OPERATING EXPENSES	55,832			51,422			239,372			180,061			135,494		
FEE INCOME ON MUTUAL FUNDS & ANNUIT	4,080			3,109			13,788			10,566			10,184		
TRADING REVENUES	-1,785			-237			4,239			-6,681			143		
INTEREST RATE INSTRUMENTS	0			-139			0			0			0		
FOREIGN EXCHANGE INSTRUMENTS	-1,683			-98			4,601			-6,809			0		
EQUITY SECURITY OR INDEX INSTRMTS	-102			0			-362			128			143		
COMMODITY AND OTHER DERIV INSTR	0			0			0			0			0		
MEMORANDA:															
MUTUAL FUND AND ANNUITY SALES (QTR)	34,596			34,859			36,197			27,694			26,356		
MONEY MARKET FUNDS	13,055			11,163			13,940			10,668			8,455		
EQUITY SECURITIES FUNDS	9,493			10,971			6,300			7,947			4,946		
DEBT SECURITIES FUNDS	5,412			7,155			8,155			2,975			7,733		
OTHER MUTUAL FUNDS	1,299			986			845			1,042			763		
ANNUITIES	5,337			4,584			6,957			5,062			4,459		
GROSS MUT FUND & ANNUIT REDEMP(QTR)	12,929			7,336			10,714			5,989			5,521		
PROPRIET MUT FUNDS & ANNUITIES(QTR)	20,918			17,379			19,986			12,953			14,617		
NUMBER OF EQUIVALENT EMPLOYEES	4,927			5,055			4,964			5,114			4,244		
AVG PERSONNEL EXP PER EMPLOYEE	13			12			51			44			49		
AVERAGE ASSETS PER EMPLOYEE	3,044			2,885			3,013			2,788			3,172		
ANALYSIS RATIOS	BHC	PEER	01 PCT	BHC	PEER	01 PCT	BHC	PEER	01 PCT	BHC	PEER	01 PCT	BHC	PEER	01 PCT
MUTUAL FUND FEE INC/NON-INT INC	6.15	6.05	60	5.30	4.62	63	5.71	4.95	66	5.39	4.22	5.94	5.94	3.6	
OVERHEAD EXP/NET + NON-INT INC	67.94	60.54	86	65.38	61.07	80	70.34	64.44	83	66.22	61.38	64.20	62.3		
PERCENT OF AVERAGE ASSETS:															
TOTAL OVERHEAD EXPENSE	3.87	3.52	73	3.61	3.54	56	3.86	3.90	59	3.40	3.68	3.10	3.6		
PERSONNEL EXPENSE	1.77	1.79	55	1.68	1.84	49	1.69	1.89	46	1.59	1.84	1.55	1.7		
NET OCCUPANCY EXPENSE	0.60	0.48	83	0.51	0.51	63	0.57	0.54	67	0.55	0.54	0.55	0.5		
OTHER OPERATING EXPENSES	1.49	1.22	80	1.41	1.25	73	1.60	1.48	75	1.26	1.32	1.01	1.3		
OVERHEAD LESS NON-INT INCOME	2.10	1.14	96	2.00	1.24	91	2.25	1.45	88	2.03	1.46	1.82	1.4		
PERCENT OF ADJ OPER INC (TE):															
TOTAL OVERHEAD EXPENSE	67.89	59.99	86	65.33	60.43	81	70.28	63.83	85	66.15	60.71	64.09	61.6		
PERSONNEL EXPENSE	31.13	30.66	62	30.48	30.76	55	30.70	30.75	58	30.94	30.49	31.97	30.4		
NET OCCUPANCY EXPENSE	10.60	8.50	90	9.30	8.44	77	10.46	8.73	83	10.64	8.67	11.29	9.0		
OTHER OPERATING EXPENSES	26.16	20.83	83	25.55	21.23	81	29.12	23.49	83	24.57	21.55	20.83	22.1		
TOTAL NON-INTEREST INCOME	31.07	39.06	39	29.13	39.20	26	29.39	38.64	33	26.75	36.99	26.36	35.5		
OVERHEAD LESS NON-INTEREST INC	36.82	20.93	91	36.20	21.23	91	40.89	25.18	88	39.42	23.72	37.73	26.0		
APPL INC TAXES/PRETAX NOI (TE)	38.21	33.53	88	37.37	33.12	85	34.40	32.80	73	35.63	33.88	36.11	33.9		
APPL INC TAX+TE/PRETAX NOI+TE	38.48	36.24	80	37.69	36.40	70	34.78	36.06	31	36.03	37.11	36.64	37.5		

Non-Interest Income and Expenses

BHCPR page 4 presents the dollar amounts and composition of non-interest income and expense, along with ratios that relate these items to average assets and adjusted operating income on a tax-equivalent basis. Moreover, it contains classifications of trading revenues by type of derivative instrument and mutual fund sales by type of security. This report page also provides information on fee income derived from the mutual fund business as well as the level of mutual fund and annuity redemptions.

Non-Interest Income and Expenses (\$000)

Total Non-Interest Income

The sum of fiduciary activities income, deposit service charges, foreign transactions gains or losses, trading gains or losses, and other non-interest income.

Fiduciary Activities Income

Income derived from services rendered by trust departments of banking subsidiaries or a subsidiary acting in any fiduciary capacity.

Service Charges, Commissions, and Fees

The sum of service charges on deposit accounts and other service charges, commissions, and fees.

Trading Revenue

The net gain or loss recognized from trading cash instruments and off-balance-sheet derivative contracts (including commodity contracts). It results from revaluation adjustments (as a result of periodic marking to market) to the carrying value of trading assets and liabilities as well as interest rate, foreign exchange, equity derivative, and commodity and other contracts. (Note: Dollar values printed for periods prior to March 1996 indicate the net gain or loss from the sale of trading assets

and from short positions on trading liabilities other than those related to foreign exchange transactions.)

Other Non-Interest Income

All other operating income of the consolidated bank holding company.

Total Overhead Expense

The sum of salaries and employee benefits, expense on premises and fixed assets (net of rental income), and other non-interest expense.

Personnel Expense

Salaries and benefits of all officers and employees of the bank holding company and consolidated subsidiaries.

Net Occupancy Expense

Non-interest expense related to the use of premises, equipment, and furniture and fixtures, net of rental income.

Other Operating Expenses

All other operating expenses of the consolidated bank holding company.

Fee Income on Mutual Funds and Annuities

Income from the sale and servicing of mutual funds and annuities (in domestic offices. Prior to the March 1995 quarter, this line item displays an "NA."

Trading Revenues

Trading revenue earned on interest rate instruments, foreign exchange instruments, equity security or index instruments, and commodity and other derivative instruments. Prior to the March 1995 quarter, this line item displays an "NA."

Interest Rate Instruments (Trading Revenues)

Net gains (losses) from trading cash instruments and off-balance-sheet

interest rate contracts, including interest rate futures single currency interest rate swaps, basis swaps, forward rate agreements and interest rate options. Prior to the March 1995 quarter, this line item displays an "NA."

Foreign Exchange Instruments (Trading Revenues)

Net gains (losses) from trading cash instruments and off-balance-sheet derivative contracts managed as foreign exchange exposures (i.e., instruments denominated in non-U.S. currencies and foreign exchange rate contracts). Prior to the March 1995 quarter, this line item displays an "NA."

Equity Security or Index Instruments (Trading Revenues)

Net gains (losses) from trading cash instruments and off-balance-sheet derivative contracts managed as equity security or index exposures. Prior to the March 1995 quarter, this line item displays an "NA."

Commodity and Other Derivative Instruments (Trading Revenues)

Net gains (losses) from trading cash instruments and off-balance-sheet derivative contracts managed as commodity or other exposures. Prior to the March 1995 quarter, this line item displays an "NA."

Memoranda

Mutual Fund and Annuity Sales (Quarter)

The amount of sales during the quarter of money market funds (mutual funds that invest exclusively in short-term debt securities with the investment objective of providing liquidity and preserving capital while earning income). Prior to the March 1995 quarter, this line item displays an "NA."

Money Market Funds

The amount of sales during the quarter of money market funds (mutual funds that invest exclusively in short-term debt securities with the investment objective of providing liquidity and preserving capital while earning income.) Prior to the March 1995 quarter, this line item displays an "NA."

Equity Securities Funds

The amount of sales during the quarter of equity securities funds (mutual funds that invest primarily in equity securities). Prior to the March 1995 quarter, this line item displays an "NA."

Debt Securities Funds

The amount of sales during the quarter of debt securities funds (mutual funds that invest primarily in debt securities such as corporate bonds, U.S. Government securities, municipal securities, and mortgage-backed securities). Prior to the March 1995 quarter, this line item displays an "NA."

Other Mutual Funds

The amount of sales during the quarter of other mutual funds whose investment objectives are not classifiable in the above categories and include funds that invest in a mix of debt and equity securities. Prior to the March 1995 quarter, this line item displays an "NA."

Annuities

The amount of sales during the quarter of annuities, including variable annuities. Prior to the March 1995 quarter, this line item displays an "NA."

Gross Mutual Fund and Annuity Redemptions (Quarter)

The gross amount of mutual fund and annuity redemptions during the quarter. Prior to the March 1995 quarter, this line item displays an "NA."

Proprietary Mutual Funds and Annuities (Quarter)

The amount of sales during the quarter of proprietary mutual funds and annuities. Prior to the March 1995 quarter, this line item displays an "NA."

Number of Equivalent Employees

The number of full-time equivalent employees on the payroll of the consolidated bank holding company.

Average Personnel Expense Per Employee

Salaries and employee benefits divided by the number of full-time equivalent employees (expressed in thousands of dollars).

Average Assets Per Employee

Average assets divided by the number of full-time equivalent employees, expressed in thousands of dollars. (See the definition of average assets on page 3-13.)

Analysis Ratios

Mutual Fund Fee Income/Non-interest Income

The amount of income from the sale and servicing of mutual funds and annuities in domestic offices divided by total non-interest income. Prior to the March 1995 quarter, this line item displays an "NA."

Overhead Expense/Net Interest Income Plus Non-Interest Income

The sum of salaries and employee benefits, expense on premises and fixed assets (net of rental income), and other non-interest expense divided by the sum of net interest income and non-interest income.

Percent of Average Assets

Total Overhead Expense (Percent of Average Assets)

The sum of salaries and employee benefits, expense on premises and

fixed assets (net of rental income), and other non-interest expense divided by average assets.

Personnel Expense (Percent of Average Assets)

Salaries and employee benefits divided by average assets.

Net Occupancy Expense (Percent of Average Assets)

Expense on premises and fixed assets divided by average assets.

Other Operating Expenses (Percent of Average Assets)

Other non-interest expense divided by average assets.

Overhead Less Non-Interest Income (Percent of Average Assets)

The difference between total overhead expense and non-interest income divided by average assets.

Percent of Adjusted Operating Income (TE)

(Note: Adjusted operating income (TE) is defined as the sum of net interest income on a taxable equivalent basis and non-interest income.)

Total Overhead Expense (Percent of Adjusted Operating Income (TE))

The sum of salaries and employee benefits, expense on premises and fixed assets (net of rental income), and other non-interest expense divided by adjusted operating income on a taxable equivalent basis.

Personnel Expense (Percent of Adjusted Operating Income (TE))

Salaries and employee benefits divided by adjusted operating income on a taxable equivalent basis.

Net Occupancy Expense
(Percent of Adjusted Operating Income (TE))

Expense on premises and fixed assets divided by adjusted operating income on a taxable equivalent basis.

Other Operating Expenses
(Percent of Adjusted Operating Income (TE))

Other non-interest expense divided by adjusted operating income on a taxable equivalent basis.

Total Non-Interest Income
(Percent of Adjusted Operating Income (TE))

Income derived from fiduciary activities, service charges, com-

missions, fees, and other operating income divided by adjusted operating income on a taxable equivalent basis.

Overhead Less Non-Interest Income
(Percent of Adjusted Operating Income (TE))

The difference between overhead expense and non-interest income divided by adjusted operating income on a taxable equivalent basis.

Applicable Income Taxes/Pretax Net Operating Income (TE)

Applicable income taxes (foreign and domestic) divided by income before income taxes, extraordinary items, and other adjustments on a taxable equivalent basis.

*Applicable Income Taxes Plus TE/
Pretax Net Operating Income Plus TE*

Applicable income taxes (foreign and domestic) plus the total tax adjustment divided by income before income taxes, extraordinary items, and other adjustments on a taxable equivalent basis. (See the discussion of tax equivalency on page 2-3.)

1234567 SAMPLE BANK HOLDING COMPANY
 RICHMOND VA FR DIS: 5
 ASSETS: 14,928,373 PEER: 01

ASSETS (\$000)

PAGE 5

	mmmm	mmmm	yyyy	yyyy	yyyy	PERCENT 1-YR	CHANGE 5-YR
REAL ESTATE LOANS	4,385,843	4,605,542	4,433,787	4,578,363	4,292,199	-4.8	10.7
COMMERCIAL AND INDUSTRIAL LOANS	3,167,756	2,856,475	3,417,238	2,966,890	2,541,276	10.9	78.0
LOANS TO INDIVIDUALS	823,234	931,825	869,263	958,856	892,302	-11.7	21.7
LOANS TO DEPOSITORY INSTITUTIONS	139,521	161,803	60,183	138,067	175,028	-13.8	-34.1
AGRICULTURAL LOANS	58,485	45,371	71,166	43,265	39,508	28.9	51.3
LOANS TO FOREIGN GOVTS AND INST	269	414	278	427	0	-35.0	NA
OTHER LOANS AND LEASES	928,233	750,748	852,284	689,089	689,246	23.6	47.6
LESS: UNEARNED INCOME	73,028	64,645	76,288	67,990	68,796	13.0	87.9
LOANS & LEASES, NET OF UNEARNED INC	9,430,313	9,295,887	9,644,674	9,315,091	8,563,400	1.5	29.9
LESS: ALLOW FOR LN & LS LOSSES & ATRR	209,329	175,194	211,276	174,362	167,795	19.5	60.9
NET LOANS AND LEASES	9,220,984	9,120,693	9,433,398	9,140,729	8,395,605	1.1	29.3
SECURITIES OVER 1 YEAR	2,786,784	2,130,768	2,609,721	2,208,670	2,203,320	30.8	55.7
EQUITY SECURITIES	78,838	69,169	75,911	132,293	136,877	14.0	295.2
SUBTOTAL	12,086,606	11,320,630	12,119,030	11,481,692	10,735,802	6.8	35.2
INTEREST-BEARING BANK BALANCES	494,202	446,366	458,608	341,347	635,519	10.7	-50.6
FEDERAL FUNDS SOLD & REVERSE REPOS	104,083	25,000	25,000	55,000	95,000	316.3	35.2
DEBT SECURITIES 1 YEAR OR LESS	762,353	1,536,571	985,581	1,525,022	1,291,456	-50.4	-56.2
TRADING ASSETS	10,355	6,598	12,606	2,374	1,687	56.9	-76.4
TOTAL EARNING ASSETS	13,457,599	13,335,165	13,600,825	13,405,435	12,759,464	0.9	14.0
NON-INT CASH AND DUE FROM DEP INST	599,835	515,157	563,951	766,746	564,292	16.4	7.1
ACCEPTANCES	13,965	16,893	8,227	21,575	21,178	-17.3	-3.3
PREMISES, FIXED ASSETS, & CAP LEASES	292,583	285,916	293,591	288,358	273,122	2.3	65.5
OTHER REAL ESTATE OWNED	6,225	6,131	5,648	6,151	10,711	1.5	54.6
INV IN UNCONSOLIDATED SUBSIDIARIES	80,727	87,605	79,695	25,156	29,109	-7.6	153.0
INTANGIBLE AND OTHER ASSETS	476,861	511,950	465,461	482,518	351,416	-6.9	63.8
TOTAL ASSETS	14,928,373	14,758,617	15,017,398	14,995,939	14,009,292	1.2	15.9
QUARTERLY AVERAGE ASSETS	14,995,638	14,582,220	14,929,468	14,550,086	13,898,880	2.8	19.0
AVERAGE LOANS AND LEASES (YTD)	9,512,486	9,298,759	9,493,709	9,014,275	8,411,096	2.3	32.1
MEMORANDA:							
RE LOANS SECURED BY 1-4 FAMILY	2,336,190	2,507,941	2,479,882	2,514,836	2,422,160	-6.9	3.4
REVOLVING	251,126	253,763	268,229	263,699	283,097	-1.0	-24.6
CLOSED-END	2,085,064	2,254,178	2,211,653	2,251,137	2,139,063	-7.5	8.2
COMMERCIAL REAL ESTATE LOANS	1,356,865	1,468,784	1,223,977	1,443,441	1,277,264	-7.6	7.0
CONSTRUCTION AND LAND DEVELOPMENT	330,749	294,009	287,532	277,410	233,438	12.5	84.2
MULTIFAMILY	46,937	59,767	46,099	59,037	60,028	-21.5	-26.5
NONFARM NONRESIDENTIAL	979,179	1,115,008	890,346	1,106,994	983,798	-12.2	-4.4
RE LOANS SECURED BY FARMLAND	6,266	4,441	4,278	4,317	2,958	41.1	-26.9
TOTAL INVESTMENT SECURITIES	3,627,975	3,736,508	3,671,213	3,865,985	3,631,653	-2.9	2.2
U.S. TREASURY AND AGENCY SECURITIES	3,432,063	3,514,225	3,447,634	3,575,075	3,365,583	-2.3	-0.2
MUNICIPAL SECURITIES	30,367	32,057	31,029	32,931	19,208	-5.3	-26.2
OTHER DEBT SECURITIES	86,707	121,057	116,639	125,686	109,985	-28.4	70.6
EQUITY SECURITIES	78,838	69,169	75,911	132,293	136,877	14.0	295.2
AVAILABLE-FOR-SALE SECURITIES	2,808,617	2,809,883	3,088,710	2,715,524	2,430,117	-0.1	207.3
U.S. TREASURY AND AGENCY SECURITIES	2,680,709	2,719,322	2,963,719	2,540,510	2,253,948	-1.4	203.4
MUNICIPAL SECURITIES	18,460	20,068	19,094	20,902	6,576	-8.0	+++++
OTHER DEBT SECURITIES	30,610	1,324	29,986	21,819	32,716	+++++	236.6
EQUITY SECURITIES	78,838	69,169	75,911	132,293	136,877	14.0	295.2
HELD-TO-MAT SEC APPRECIATION (DEPR)	8,320	4,609	15,258	3,021	2,390	80.5	-27.5
AVAILABLE-FOR-SALE SEC APPR (DEPR)	4,552	5,837	4,567	9,142	3,743	-22.0	NA
STRUCTURED NOTES, FAIR VALUE	0	249,112	0	209,979	165,327	-100.0	NA
PLEDGED SECURITIES	96,580	3,285,420	3,324,126	3,319,340	3,255,203	-97.1	-97.1
SHORT-TERM INVESTMENTS	1,360,638	2,016,291	1,485,952	1,929,493	2,024,612	-32.5	-51.7

Assets (\$000)

BHCPR page 5 presents the asset structure of the bank holding company and provides, in the memorandum section, the composition of real estate loans, investment securities, held-to-maturity and available-for-sale securities appreciation or depreciation, and the portion of investment securities pledged as collateral. The last two columns on the right display the one-year and five-year percentage changes for each balance sheet item. (See the description of Growth Rates on page 2-4.)

Investment securities appearing on this page are reported at amortized cost if classified as held-to-maturity or at fair value if classified as available-for-sale. Investment securities not held in trading accounts are valued at amortized cost prior to the March 1994 quarter.

Real Estate Loans

Loans secured by real estate including construction and land development loans and loans secured by farmland, by one- to four-family and multifamily (five or more) residential properties, and by nonfarm non-residential properties.

Commercial and Industrial Loans

Loans for commercial and industrial purposes to sole proprietorships, partnerships, corporations, and other business enterprises, which are secured (other than by real estate) or unsecured, single-payment, or installment.

Loans to Individuals

Loans to individuals for household, family, and other personal expenditures including credit card and related plans.

Loans to Depository Institutions

Loans to U.S. and foreign banks and other depository institutions.

Agricultural Loans

Loans to finance agricultural production and other loans to farmers.

Loans to Foreign Governments and Institutions

Loans to governments in foreign countries, to their official institutions, and to international and regional institutions.

Other Loans and Leases

The sum of taxable and tax-exempt obligations (other than securities) of states and political subdivisions in the U.S., all other loans, and lease financing receivables (net of unearned income) to U.S. and non-U.S. addressees.

Unearned Income

The amount of unearned income that is included in the loan categories listed above. (A value of zero implies that the above loan categories are reported net of unearned income.)

Loans and Leases, Net of Unearned Income

The sum of real estate loans, commercial and industrial loans, loans to individuals, loans to depository institutions, agricultural loans, loans to foreign governments and institutions, and other loans and leases, net of unearned income.

Allowance for Loan and Lease Losses and Allocated Transfer Risk Reserve

The sum of the allowance for loan and lease losses and allocated transfer risk reserve. The required amount of allocated transfer risk reserve is specified in Section 905(a) of the International Lending Supervision Act of 1983, in the agency regulations implementing the Act (Subpart D of Federal Reserve Regulation K, Part 351 of the FDIC's Rules and Regulations, and Part 20 of the Comptroller of the Currency's Regulations), and in any guidelines, let-

ters, or instructions issued by the agencies.

Net Loans and Leases

Total loans and leases, net of unearned income, minus the allowance for loan and lease losses and allocated transfer risk reserve.

Securities over 1 Year

The amortized cost of held-to-maturity and the fair value of available-for-sale debt securities with a remaining maturity of more than one year to five years and debt securities with a remaining maturity of more than five years.

Equity Securities

The sum of the fair values of U.S. and foreign equity securities that are designated as available-for-sale and the paid-in-stock of a Federal Reserve Bank. Prior to the March 1994 quarter, equity securities not held in trading accounts are valued at amortized cost.

Subtotal

The sum of loans and leases (net of unearned income, allowance for loan and lease losses, and allocated transfer risk reserve), securities over one year, and equity securities.

Interest-Bearing Bank Balances

Interest-bearing balances due from depository institutions and foreign central banks that are held in the BHC's U.S. and foreign offices, Edge or Agreement subsidiaries, International Banking Facilities, or its consolidated subsidiaries.

Federal Funds Sold and Reverse Repos

Unsecured loans of immediately available balances, and purchase of securities, loans, other assets, or participations in pools of securities under agreements to resell for one business day or under a continuing contract.

Debt Securities 1 Year or Less

Debt securities with a remaining maturity of one year or less.

Trading Assets

Assets held in the consolidated bank holding company's trading accounts.

Total Earning Assets

The sum of interest-bearing balances due from depository institutions, debt and equity securities, federal funds sold and securities purchased under agreements to resell, loans and leases (net of unearned income, allowance for loan and lease losses, and allocated transfer risk reserve), and trading assets. (Note: Effective with the March 1994 period, held-to-maturity debt securities are reported at amortized cost, while available-for-sale debt and equity securities are reported at fair value.)

Non-Interest-Bearing Cash and Balances Due from Depository Institutions

Non-interest-bearing balances due from depository institutions, currency and coin, cash items in the process of collection, and unposted debits.

Acceptances

Customers' liability to the consolidated bank holding company on drafts and bills of exchange that have been accepted by the banking subsidiaries of the BHC, or by others for their accounts, and are outstanding.

Premises, Fixed Assets, and Capital Leases

The book value, less accumulated depreciation or amortization, of all premises, equipment, furniture, and fixtures purchased directly or acquired by means of a capital lease.

Other Real Estate Owned

The sum of real estate acquired in satisfaction of debts previously contracted and other real estate owned.

Investment in Unconsolidated Subsidiaries

The sum of the consolidated bank holding company's holdings of capital stock in unconsolidated subsidiaries and associated companies, its proportionate share in their earnings or losses since the date of their acquisition, and any advances made to them including those in the form of loans and holdings of their bonds and debentures.

Intangible and Other Assets

The sum of goodwill (the excess of the unamortized acquisition cost of consolidated subsidiaries over the net underlying assets), mortgage servicing assets, other identifiable intangible assets such as trademarks, patents, and franchises, and all other assets.

Quarterly Average Assets

Average consolidated assets for the latest quarter as reported in Schedule HC-E of the FR Y-9C. As of March 31, 1994, the quarterly average of consolidated assets reflects the amortized cost (rather than the fair value) of all debt and equity securities not held in trading accounts for bank holding companies with consolidated assets of \$150 million or more.

Average Loans and Leases (YTD)

The cumulative sum of loans and leases, net of unearned income, for all year-to-date quarters divided by the number of calendar quarters to date (four-point average).

Memoranda

Real Estate Loans Secured by 1-4 Family

The sum of revolving open-end loans secured by one- to four-family residential properties and extended under lines of credit and other one- to four-family loans secured by first and junior liens.

Revolving

Revolving open-end lines of credit secured by one- to four-family residential properties.

Closed-End

Loans other than revolving open-end loans secured by liens on one- to four-family residential properties.

Commercial Real Estate Loans

The sum of construction and land development loans and loans secured by multifamily residential properties and nonfarm nonresidential properties.

Construction and Land Development

Loans secured by real estate with maturities of 60 months or less to finance either land development prior to erecting a new structure or the on-site construction of industrial, commercial, residential, or farm buildings.

Multifamily

Loans secured by multifamily (five dwelling units or more) residential properties.

Nonfarm Nonresidential

Real estate loans secured by business or industrial properties, hotels, motels, churches, hospitals, educational and charitable institutions, dormitories, clubs, lodges, association buildings, "homes" for aged persons and orphans, golf courses, recreational facilities, and similar properties.

Real Estate Loans Secured by Farmland

Loans secured by land used or usable for agricultural purposes and improvements thereon.

Total Investment Securities

The sum of the amortized cost of held-to-maturity debt securities and

the current fair (market) value of available-for-sale debt and equity securities described in various categories below. Prior to the March 1994 quarter, investment securities not held in trading accounts are valued at amortized cost.

U.S. Treasury and Agency Securities

The sum of U.S. Treasury securities and U.S. government agency and corporation obligations.

Municipal Securities

Obligations of states and political subdivisions in the United States.

Other Debt Securities

The sum of other U.S. debt securities and foreign debt securities.

Equity Securities

The sum of the fair value of U.S. and foreign equity securities that are designated as available-for-sale and the paid-in-stock of a Federal Reserve Bank. (Prior to the March 1994 quarter, equity securities not held in trading accounts are valued at amortized cost.)

Available-for-Sale Securities

The fair value of available-for-sale debt and equity securities included in the categories below. Prior to the March 1994 quarter, this line item displays an "NA."

U.S. Treasury and Agency Securities (Available-for-Sale Securities)

The sum of the fair values of U.S. Treasury securities and U.S. government agency and corporation obligations classified as available-for-sale.

Prior to the March 1994 quarter, this line item displays an "NA."

Municipal Securities (Available-for-Sale Securities)

The fair value of available-for-sale obligations of states and political subdivisions in the United States. Prior to the March 1994 quarter, this line item displays an "NA."

Other Debt Securities (Available-for-Sale Securities)

The fair value of other U.S. debt securities and foreign debt securities that are classified as available-for-sale. Prior to the March 1994 quarter, this line item displays an "NA."

Equity Securities (Available-for-Sale Securities)

The sum of the fair value of U.S. and foreign equity securities that are designated as available-for-sale and the paid-in-stock of a Federal Reserve Bank. Prior to the March 1994 quarter, this line item displays an "NA."

Held-to-Maturity Securities Appreciation (Depreciation)

The difference between the fair value and the amortized cost of all debt securities that are designated as held-to-maturity. Prior to the March 1994 quarter, this line item displays an "NA."

Available-for-Sale Securities Appreciation (Depreciation)

The difference between the fair value and the amortized cost of all debt and equity securities that are designated as available-for-sale. Prior to the March 1994 quarter, this line item displays an "NA."

Structured Notes, Fair Value

The fair value of structured notes (debt securities with cash flow characteristics that depend upon one or more indices and/or that have embedded forwards or options. Examples of structured notes include step-up bonds, index amortizing notes (IANs), dual index notes, deleveraged bonds, range bonds, inverse floaters, floating debt securities in which interest payments are based on a single index such as Constant Maturity Treasury (CMT) or Cost of Funds Index (COFI). Prior to the March 1995 quarter, this line item displays an "NA."

Pledged Securities

Securities that are pledged to secure deposits, repurchase transactions, or other borrowings as performance bonds under futures or forward contracts or for any other purpose. Beginning on March 31, 1994, these securities are reported at amortized cost if classified as held-to-maturity or at fair value if classified as available-for-sale.

Short-Term Investments

The sum of interest-bearing bank balances, federal funds sold and securities purchased under agreements to resell, debt securities with a remaining maturity of one year or less, and acceptances of other banks. (Notes: Data displayed for March 1996 through December 1996 include customers' liabilities on acceptances outstanding. Values printed for periods prior to March 1996 reflect debt securities with an *original* maturity of one year or less and exclude the last two components.)